

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 DODE-00 NSAE-00 RSC-01 TRSE-00

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FM AMEMBASSY ROME

TO SECSTATE WASHDC 413

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E.O. 11652: N/A

TAGS: ESTC IT

SUBJECT: FORNITURE INDUSTRIALI ELETTRONICHE

EXCON FOR COMMERCE

REF: STATE A-5008, JUNE 11, 1973 AND ROME 6735, JULY 12, 1973

1. FORNITURE INDUSTRIALI ELETTRONICHE (FIE) MANAGING DIRECTOR SIG. UGO TRUCCHI VISITED EDO REGARDING ALLEGED U.S. DEPARTMENT OF COMMERCE DENIAL OF EXPORT LICENSE TO MICROWAVE ASSOCIATES FOR REPAIR COMMODITIES.

2. FIE MOST DISTURBED AT LETTER FROM MICROWAVE CANCELLING ORDER BECAUSE OF EXPORT LICENSE DENIAL, AND ADDING THAT ITALIAN IMPORT LICENSE WAS "IMPROPER" BECAUSE IT STATED ORDER NOT TO BE DIVERTED FROM ITALY TO OTHER DESTINATION. LETTER ALSO SAID THAT MICROWAVE PREFERRED RECEIVE NO FURTHER ORDER FROM FIE LEST "IMPROPER METHODS" CAUSE RISK TO FUTURE MICROWAVE EXPORT BUSINESS.

3. TRUCCHI SHOWED EDO COPY HIS ORIGINAL LETTER (JAN 24, 1973) TO MICROWAVE REQUESTING QUOTATION FOR REPAIR COMMODITIES AND WHICH STATED THAT COMMODITIES "NOT FOR ITALIAN MARKET." TRUCCHI SAID THAT HE INFORMED MICROWAVE BY TELEPHONE ON MARCH 22 THAT GOODS DESTINED SPECIFICALLY FOR YUGOSLAVIA. FURTHERMORE POINTED OUT THAT ITALIAN IMPORT LICENSE DOES NOT STATE ORDER NOT TO BE DIVERTED FROM ITALY TO OTHER DESTINATION. RATHER IT STATES ONLY THAT RE-

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EXPORT WILL NOT TAKE PLACE WITHOUT GOI PERMISSION. LASTLY, TRUCCHI

REMINDED EDO THAT HE FREELY DECLARED TO EMBASSY REPRESENTATIVE THAT
ULTIMATE CONSIGNEE TO BE ISKRA COMMERCE, YUGOSLAVIA.

4. IN VIEW OF WHAT HE CONSIDERS AMPLE EVIDENCE THAT FIE HAD NO INTENTION DECEIVE MICROWAVE OR USG REGARDING ULTIMATE DESTINATION, TRUCCHI ASKED WHETHER MICROWAVE EXPORT LICENSE APPLICATION COULD BE "RECONSIDERED." ITALIAN EXPORT LICENSE FOR REPAIR COMMODITIES FOR RESHIPMENT TO YUGOSLAVIA CURRENTLY PENDING AND TRUCCHI BELIEVES IT WILL BE GRANTED BEFORE END OF AUGUST. SAID THAT IN VIEW OF HIS EXPLANATION TO MICROWAVE LATTER COMPANY NOW WILLING TO DO BUSINESS WITH HIM AGAIN. TRUCCHI CONCERNED, HOWEVER, AS TO WHETHER WHOLE EPISODE WILL IMPEDE HIS FUTURE ORDERS OF ELECTRONIC PRODUCTS FROM U.S.

5. EDO EXPLAINED THAT IT MICROWAVES RESPONSIBILITY APPROACH DEPARTMENT OF COMMERCE WITH EXPLANATION AND NEW LICENSE APPLICATION IF IT BELIEVES DENIAL WAS RESULT OF HONEST MISUNDERSTANDING.

6. TRUCCHI BELIEVES IT POSSIBLE THAT MICROWAVE WANTED ITS ITALIAN REPRESENTATIVE TO RECEIVE COMMISSION FOR SALE AND FOR THAT REASON MAY HAVE WITHHELD FROM LICENSE APPLICATION FACT THAT COMMODITIES NOT FOR END USE IN ITALY.

7. EMBASSY WOULD APPRECIATE KNOWING WHETHER EXPORT LICENSE ACTUALLY DENIED AND IF SO IF IT RESULT OF FALSE END USE DECLARATION, CURRENT EMBARGO POLICY, OR OTHER REASONS. VOLPE

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